

Illinois Procurement Technical Assistance Centers Provided

- Assistance with bid applications
- Targeted contracting opportunities
- Bar code and packaging information
- Government standards and specifications
- Contract administration information
- \$1.1 Billion in government contract assistance
- 770 jobs created
- 2,856 jobs retained

Illinois Entrepreneurship Network Business Information Center

Located in DCEO's Illinois Entrepreneurship Network, the IEN Business Information Center is the single statewide resource for individuals and businesses to obtain comprehensive regulatory and permitting information. In addition, Center staff provided professional guidance to entrepreneurs by linking them to state and local resources.

In 2008, staff provided regulatory, licensing and business information to 9,220 people and mailed 3,225 Business Start-Up Kits.

Small Business Environmental Assistance Program

Located in a non-regulatory agency, the Small Business Environmental Assistance Program helps small businesses understand environmental requirements. In 2008, the program assisted 1,931 clients with services that include:

- Confidential compliance assistance
- Toll-free help line
- Workshops
- Permit applications on the DCEO Web site:
www.ienconnect.com



Illinois Small Business Development Center

U.S. Small Business Administration



The Small Business Development Center is funded in part through a cooperative agreement with the U.S. Small Business Administration in partnership with the Illinois Department of Commerce and Economic Opportunity. All SBA programs are extended on a non-discriminatory basis.



Illinois Department of
Commerce and Economic Opportunity
620 East Adams Street • Springfield, Illinois 62701

James R. Thompson Center
100 West Randolph, Suite 3-400 • Chicago, Illinois 60601

800/252-2923

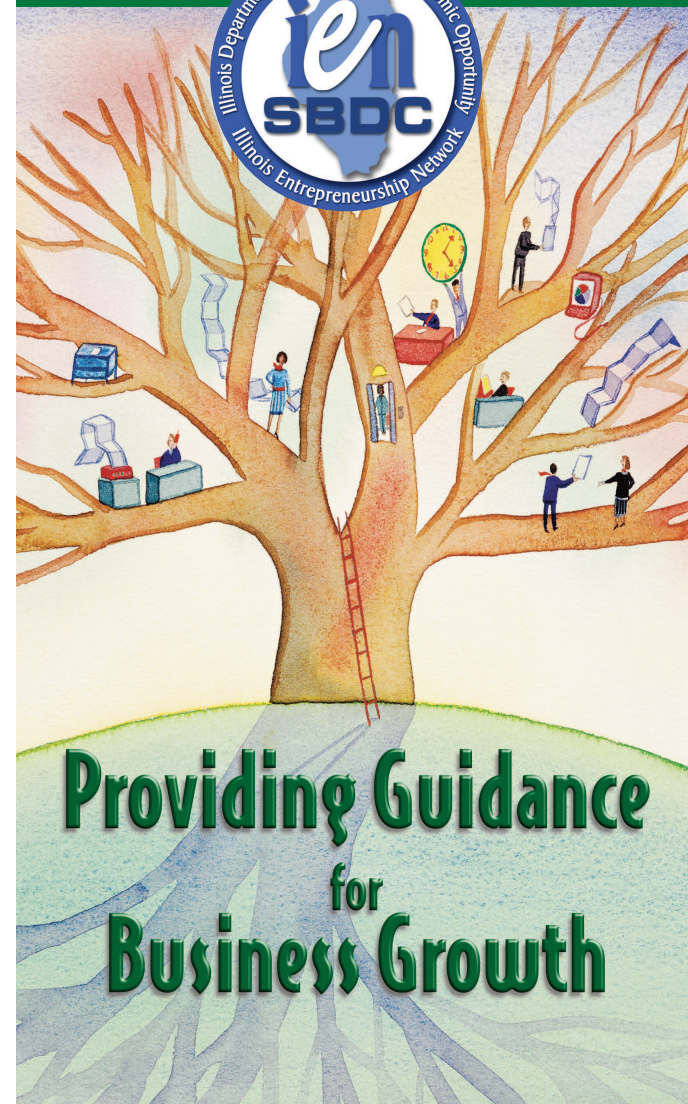
TTY: 800/785-6055

www.ilsbdc.biz



State of Illinois

Illinois Department of
Commerce and Economic Opportunity



2008

Illinois SBDC Annual Report



2008 Illinois SBDC Annual Report



For twenty four years, the Illinois Small Business Development Center has been a leader in helping the small business community. As a key component of the Illinois Entrepreneurship Network (IEN), the Small Business Development Center (SBDC) is supported by the Illinois Department of Commerce and Economic Opportunity and is a resource partner of the U.S. Small Business Administration. The SBDC provides statewide business assistance services to new and expanding businesses.

The information contained in this Annual Report depicts the services available and provided during calendar year 2008 through the Small Business Development Center and other programs of the Illinois Entrepreneurship Network.

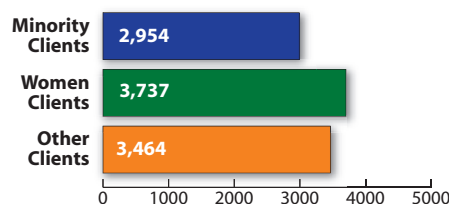
The mission of the Illinois Entrepreneurship Network is to provide comprehensive business assistance, training, information, advocacy and access to critical resources to help Illinois small businesses and start-up entrepreneurs enhance their competitiveness and ability to succeed in a rapidly changing, global economy.

Through the Illinois Small Business Development Center and Illinois Entrepreneurship Network, a variety of free services are available to assist pre-ventures and growing Illinois companies. Services include:

- Business management assistance
- Technical training resources
- Market information
- Assistance with financial analysis
- Business education and workshops
- eBusiness services

2008 Illinois SBDC Clients Served

10,155 clients received one-on-one business counseling through the Small Business Development Center.



14,391 clients received business training from the Small Business Development Center.

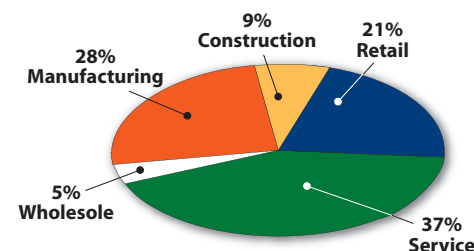
2008 Economic Impact and Capital Formation of the Illinois SBDC

- 4,757 Jobs created
 - 6,929 Jobs retained
 - 369 New business starts
 - 243 Business expansions
 - \$ 59.6 million in Non-Debt financing
 - \$102.5 million in Debt financing
- The return on investment from long term counseling clients is **\$5.98** for every **\$1** invested.
 - Clients of the SBDC generated **\$23.6 million** in state and federal tax dollars.

“I did not know where to start. He (my SBDC counselor) gave me the materials I needed to start writing my business plan, which ended up being 47 pages long. He took what I wrote up and put it in good presentation form so I could take it to the bank for a loan.”

David Birkner,
DJ's Repairs

2008 SBDC in Business Clients by Business Sector



Entrepreneurship Centers (EC)

The Illinois ECs assess, assist and accelerate the potential of entrepreneurial ventures by providing targeted assistance to high growth companies including:

- Access to capital
- Product licensing
- Access to networks
- Access to technology
- Challenge grant awards

Illinois SBDC International Trade Centers

- Evaluation of a company's export readiness
- Easy access to foreign markets
- Pricing and transportation Information
- Foreign trade activities and trade show schedules
- International market resources and trade leads
- Specialized assistance through NAFTA Opportunity Centers
- \$ 205.7 million in Export Assistance

“We look at the ITC as a business partner. They have been an incredible resource.”

Chris Bessert,
Maui Jim